

# **TRAINING BULLETIN 2012**

**Michigan Department of Environmental Quality  
Environmental Resource Management Division  
Septage Waste Program and Continuing Septage Education**

## **2012 Pumper & Cleaner Environmental Expo International**

**Location:** Indiana Convention Center  
Indianapolis, Indiana

**DATE:** February 27<sup>th</sup> to March 1<sup>st</sup>, 2012

**TIME:** 8:00 A.M. – 5:30 P.M.

**COURSES:** The following courses are approved for Continuing Septage Education (CSE) credits:

### **Monday, February 27, 2012 Concurrent Sessions (Maximum Possible CSE = 6)**

SSCSC – Southern Section Collection Systems Committee

Sanitary Overflows: What To Do When It Is Flowing Down the Street	(1.0 CSE)
Finding Success and Growth in the Pipeline Cleaning Business	(1.0 CSE)

WJTA – Water Jet Technology Association

Accessorizing Your Vacuum Unit	(1.0 CSE)
Good Craftsman Have Heavy Toolboxes	(1.0 CSE)
Water Technology: Applications and Equipment	(1.0 CSE)

PSAI – Portable Sanitation Association International

Cost Analysis: Delivery, Removal, Moves and Tip-Overs	(2.0 CSE)
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NAWT- National Association of Wastewater Transporters

What I Need To Know About Truck Safety	(1.0 CSE)
Setting the Dose, Establishing The Pump Delivery Rate and Delivery and Relative Control Sensor Adjustment	(1.0 CSE)
Certification and Septic System Inspections	(1.0 CSE)
Is There Value in Processing My Own Sludge?	(1.0 CSE)
Maintenance Frequency Standards and Requirements	(1.0 CSE)

NEHA – National Environmental Health Association

Promoting Competence: What's in It for Me?	(1.0 CSE)
Septic Tank Science	(1.0 CSE)
Advanced Treatment – What Does That Mean?	(1.0 CSE)
Pump Replacement	(1.0 CSE)
The State of the Industry: The Forecast, The Strategy, The Tools	(1.0 CSE)

NOWRA – National Onsite Wastewater Recycling Association

Aerobic or Anaerobic – Which One is Better?	(1.0 CSE)
Dead Bacteria – How Overuse of Cleaners and Household Products Kill	(1.0 CSE)
Onsite Electrical – Choosing the Right Float to Control Your Pump	(1.0 CSE)
Managing Commercial Wastewater Treatments	(1.0 CSE)
Choosing the Right Float to Control Your Pump	(1.0 CSE)

Northwest MI Onsite WW Task Force

We're All Cross- Connected Now! Harnessing the Power of the Internet to Grow Your Business	(1.0 CSE)
Social Media – Taking it to the Web, Infinity and Beyond	(1.0 CSE)

Scott Hunter – Business Coach

Keeping Employees and Customers Happy: Part One	(1.0 CSE)
Keeping Employees and Customers Happy: Part Two	(1.0 CSE)
Keeping Employees and Customers Happy: Part Three	(1.0 CSE)
How to be Successful and Profitable in Any Economy: Part One	(1.0 CSE)
How to be Successful and Profitable in Any Economy: Part Two	(1.0 CSE)

**Tuesday, February 28, 2012**  
**Concurrent Sessions (Maximum Possible CSE = 6)**

BUSINESS TRACK

Market Like the Green Bay Packers	(1.0 CSE)
Training is the Key to Unclogging a Messy Business	(1.0 CSE)
How to Make Profits That Drop to the Bottom Line	(1.0 CSE)

## PORTABLE TRACK

Service Trucks – Satellite	(1.0 CSE)
Portable Restroom	(1.0 CSE)

## LIQUID WASTE TRACK

What You Should Know About ATU's and How to Evaluate and Service Them	(1.0 CSE)
From the Kitchen to the Grease Trap to the Landfill	(1.0 CSE)
The Evolution of Effluent Filters	(1.0 CSE)

### **Wednesday, February 29, 2012 Concurrent Sessions (Maximum Possible CSE = 3)**

## BUSINESS TRACK

Septic, Sewer & Portable Business Valuation Basics	(1.0 CSE)
Inexpensive Marketing, Promotion and Advertising Ideas for Septic, Sewer and Portable Companies	(1.0 CSE)
Mobile Marketing – Making Smartphones Work for Smart Business People	(1.0 CSE)

## INDUSTRY SAFETY

OSHA: Introduction to Soil Analysis	(1.0 CSE)
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**CREDIT:** Each of the courses offered above counts toward the continuing education requirements outlined in Section 11703 of Part 117, Septage Waste Servicers, Natural Resources and Environmental Protection Act, 1994 PA 451. All continuing Septage education (CSE) credits will be credited to the designated “responsible agent” for a given Michigan licensed septage firm.

Total maximum CSE hours = 15.0

**COST:** Registration fees and other conference details can be found by calling **Cole Publishing** at or on- at [www.pumpershow.com](http://www.pumpershow.com).

## **COURSE FEE REIMBURSEMENT**

Information on CSE course fee reimbursement can be found on the MDEQ, Septage Program website at:

**[www.michigan.gov/deqseptage](http://www.michigan.gov/deqseptage)**

**Registration/Fees:** For further information, contact

**Course Cancellation/Rescheduling:** Some courses may be cancelled or rescheduled due to low enrollment/registration or other reasons. The DEQ is not responsible for any course cancelled or rescheduled by a course sponsor. Course sponsors are strongly encouraged to notify the DEQ and those who have registered for the course in a timely manner when a course is cancelled or rescheduled prior to the date the course is scheduled to be offered. Course attendees from Michigan are encouraged to make adequate consultation with the course sponsor before registering for the course.

For additional information, you may call Mr. Jon Chinnery, DEQ, at 517-241-1452.